

The Power of Understanding People



Presented by
Dave Mitchell, President

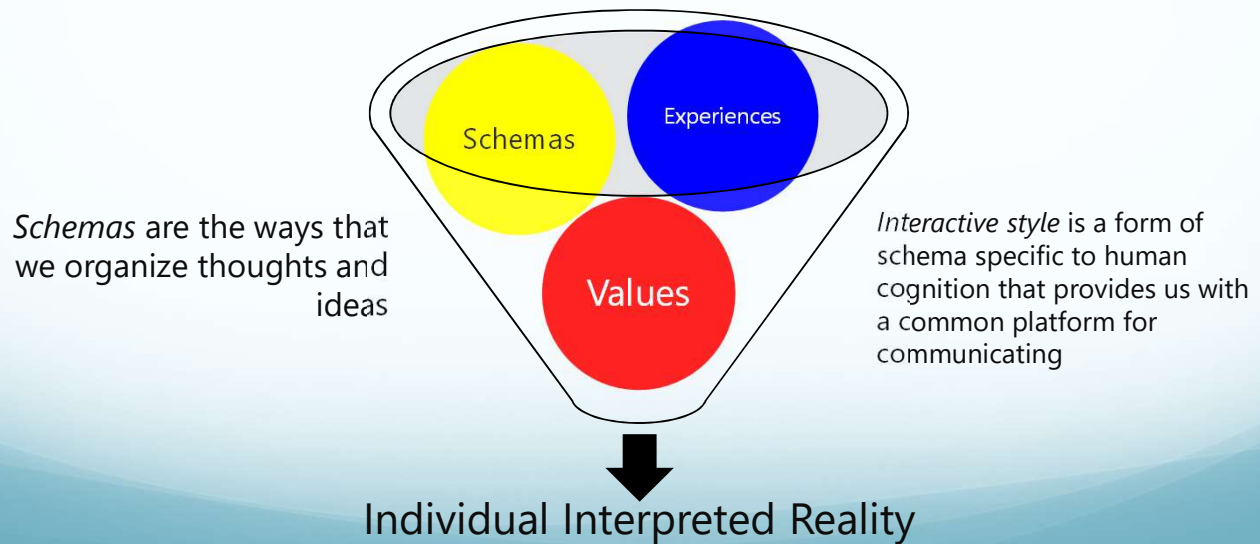


Learning Objectives

- Identify and appreciate diverse styles of people
- Adjust our relationship and communication approach when needed
- Enhance our leadership skills and business development skills
- **Have fun!**

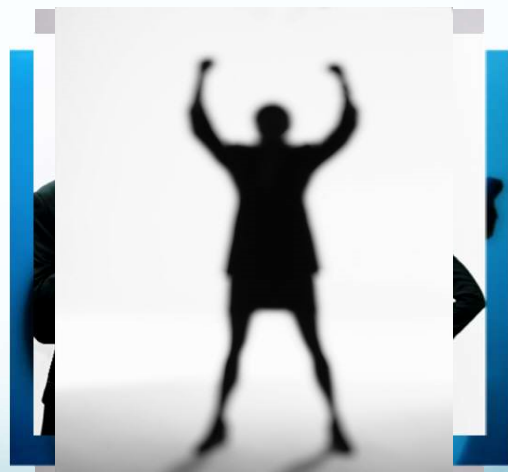


Metacognition = The process of thinking about how you think



The Styles

- The Romantics
- The Warriors
- The Experts
- The Masterminds



Modes of Each Style

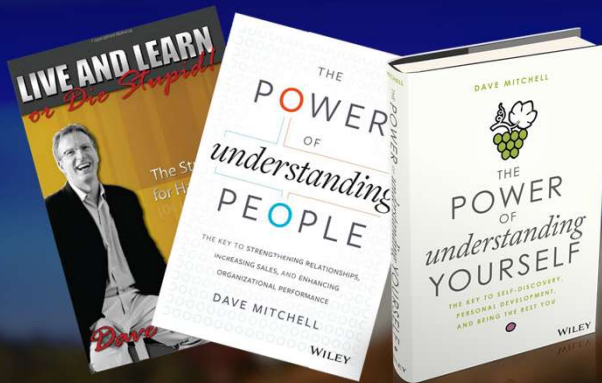
Style	Sensitivity	Value	Intrinsic Need	Communicates
Romantic	Emotion	Relationships	Appreciation	Indirectly
Warrior	Logic	Results	Independence	Directly

Modes of Each Style

Style	Sensitivity	Value	Intrinsic Need	Communicates
Romantic	Emotion	Relationships	Appreciation	Indirectly
Warrior	Logic	Results	Independence	Directly
Expert	Details	Consistency	Security	Thoroughly
Mastermind	Concepts	Flexibility	Options	Systemically

Styles and Influence

Style	Value	Influenced by...
Romantic	Relationships	A professional they like who empathizes with them. (Likability)
Warrior	Results	A professional who helps them get results quickly. (Efficiency)
Expert	Consistency	A professional who offers accurate information. (Knowledge)
Mastermind	Innovation	A professional who offers creative solutions. (Flexibility)



Books can be purchased on
Amazon or major book retailers



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